

**CHARTER – JUNE 3, 2010**  
**KHIE COORDINATING COUNCIL**  
**HIE BUSINESS DEVELOPMENT AND FINANCE COMMITTEE**

<b>Purpose</b>	Assists the GOEHI and KHIE Coordinating Council to develop a business plan that includes options for sustainability and potential public/private financing mechanisms to support HIE governance & operations beyond ARRA funding
<b>Committee Chair</b>	Gary Ozanich
<b>Membership</b>	David Bailey, William Doll, JD, Martha Riddell, PhD, Chris Woosley, Tom Leach, Ray Austin, Edwin Snyder, Jean Cherry
<b>Scope of Work</b>	<p>Describe the market opportunity (population, clinicians and other data users/suppliers) and the potential beneficiaries</p> <p>Identify the value proposition for HIE determining the benefits and value accrued among the stakeholders</p> <p>Forecast the expected fixed and variable costs (based on minimum and optimal levels of use) of administration and operation of the HIE at 24 months and 48 months and study potential revenue sources</p> <p>Study the various revenue models that have been employed by HIE's or are under consideration</p> <p>Identify the related issues, risks, and interdependencies that will impact financial sustainability and the impact on the revenue models</p> <p>Report findings to the KY-HIECC for review and consideration</p>
<b>Approach</b>	<p><b>May 28, 2010 Meeting:</b>  <b><i>Focus: The Value Proposition for HIE</i></b>  Begin discussion with an overview of the criteria being used to evaluate the Medicaid Transformation Grant—and the significance of these items in terms of documenting “value”  Expand the discussion to identify the “value” concept of HIE, what value will the KHIE bring to providers, payors, other stakeholders (including State Government &amp; Medicaid), etc.  Identify the methods that could be employed to quantify and qualify value</p>
<b>Deliverables</b>	<p>A Business Plan to include:</p> <ul style="list-style-type: none"> <li>• Pro Forma Budget</li> <li>• Benefits &amp; Value Proposition (including where &amp; when value is expected to accrue)</li> <li>• Revenue Options (e.g., subscription fees, transaction fees, all payer assessments-surcharge)</li> </ul>